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OTI OVERSEAS TELECOMMUNICATIONS, INC.

1033 NORTH FAIRFAX STREET - SUITE 404
ALEXANDRIA, VIRGINIA 22314
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October 21, 1986

[redacted] STAT

FBIS
1820 N. Fort Meyer Drive
Rosslyn, Virginia 22209

Subj: Microwave, Independent Hill

Dear Harry:

OTI is pleased to submit the following pricing information for a microwave system, to and from Independent Hill/Hopewell Gap, to and from Independent Hill/Vint Hill Station, Hopewell Gap to and from FBIS, Reston to Tysons Corner to CIA Langley and to FBIS Reston from Vint Hill Station, Vint Hill Station to Tyson Corner to CIA, Langley.

Exhibits 1,2,3,4,5, and 6 depict recurring and non-recurring prices. Exhibits 7 and 8 show actual cost after applying Bell Hatttontown Tower change order (after appropriate charges). Exhibits 9 and 10 show path routes for each microwave path.

Please call me if you have any questions.

Sincerely,

[redacted] STAT

Project Manager

DAW/paw

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All path calculations are as follows:

1. Independent Hill to Hopewell Gap

38-37'-34"N		38-52'-20"N	
77-27'-22"W		77-41'-53"W	
322.48 Degrees		142.33 Degrees	
21.42 Miles			
UHX-8		UHX-10	
200' AgL		65 AgL	
5945.20	5974.85	6197.24	6226.89
6034.15	6063.80	6286.19	6315.90
6123.10	6152.75	6375.20	6404.79
	6004.50		6256.54
	6093.45		6345.49

2. Hopewell Gap to FBIS/Reston

38-52'-20"N		38-57'-17"N	
77-41'-53"W		77-21'-37"W	
72.53 Degrees		252.75 Degrees	
19.07 Miles			
UHX-10		UHX-8	
75' AgL		76' AgL	
6197.24	6226.89	5945.20	5974.85
6286.19	6315.90	6034.15	6063.80
6375.20	6404.79	6123.10	6152.75
	6256.54		6004.50
	6345.49		6093.45

3. Hopewell Gap to Tysons

38-52'-20"N		38-55:-13"N	
77-41'-53"W		77-13'-48"W	
82.37 Degrees		262.66 Degrees	
25.45 Mile			
UHX-10		UHX-10	
80' AgL		100' AgL	
6197.24	622.89	5945.20	6004.50
6345.49	6375.20	6093.45	6123.10
	6286.19		6063.80
	6404.79		6152.75

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4. Tysons to CIA/Langley

38-55'-13"N		38-57'-11"N	
77-13'-48"W		77-08'-41"W	
63.77 Degrees		243.82 Degrees	
5.12 Miles			
BD1600		BD1600	
100' AgL		125' AgL	
22475.00	22575.00	21275.00	21375.00
22775.00	22875.00	21575.00	21675.00
	22675.00		21475.00
	22975.00		21775.00

5. Independent Hill to Warren

38-37'-34"N		38-44'-02"N	
77-27'-22"W		77-50'-10"W	
290.01 Degrees		109.77 Degrees	
21.85 Miles			
UHX-8		UHX-10	
200' AgL		350 AgL	
5945.20	5974.85	6197.24	6226.89
6034.15	6063.80	6286.19	6315.90
6123.10	6152.75	6375.20	6404.79
	6004.50		6256.54
	6093.45		6345.49

6. Warren to FBIS/Reston

38-44'-02"N		38-57'-17"N	
77-50'-10"W		77-21'-37"W	
59.17 Degrees		239.46 Degrees	
29.85 Miles			
UHX-12		UHX-8	
320' AgL		76' AgL	
6197.24	6226.89	5945.20	5974.85
6286.19	6315.90	6034.15	6063.80
6375.20	6404.79	6123.10	6152.75
	6256.54		6004.50
	6345.49		6093.45

7. Warren to Tysons

38-44'-02"N		38-55:-13"N	
77-50'-10"W		77-13'-48"W	
68.35 Degrees		262.66 Degrees	
34.14 Mile			
UHX-12		UHX-12	
300' AgL		100' AgL	
6197.24	622.89	5945.20	6004.50
6345.49	6375.20	6093.45	6123.10
	6286.19		6063.80
	6404.79		6152.75

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8.	Tysons		to	CIA/Langley	
	38-55'-13"N			38-57'-11"N	
	77-13'-48"W			77-08'-41"W	
	63.77 Degrees			243.82 Degrees	
	5.12 Miles				
	BD1600			BD1600	
	100' AgL			125' AgL	
	22475.00	22575.00		21275.00	21375.00
	22775.00	22875.00		21575.00	21675.00
		22675.00			21475.00
		22975.00			21775.00

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EXHIBIT 1

NON-RECURRING EXPENSES

Microwave Equipment	$ 62,433
Antenna Equipment	$ 63,055
Antenna Tower (Hopewell Gap)	$ 19,016
Antenna Tower (Independent Hill)	Existing Change Order or Contract
Antenna Tower (Tysons Corner)	Existing Change Order or Contract
Antenna Tower (CIA/Langly)	Existing Change Order or Contract
Antenna Tower (FBIS/Reston)	Existing Change Order or Contract
Equipment Shelter (Hopewell Gap)	$ 18,750
Equipment Shelter (Independent Hill)	Existing Change Order or Contract
Equipment Shelter (FBIS/Reston)	Existing Change Order or Contract
Equipment Shelter (Tysons Corner)	Existing Change Order or Contract
Equipment Shelter (CIA/Langly)	Existing Change Order or Contract
Microwave Recommended Spares	$ 5,900

INSTALLATION (Equipment, Towers and Shelters)

Independent Hill	Existing Contract
Hopewell Gap	$ 42,595
FBIS Reston	Existing Contract
Tysons Corner	Existing Contract
CIA/Langly	Existing Contract

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EXHIBIT 2

Zoning *Estimate	$ 20,000
Frequency Coordination FAA and FCC	$ 14,000
Program Management*	$ 6,719
Sub-Total	$252,468
Profit Fee (8%)	$ 20,197
Total	$272,665

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* 100 Hours at 67.19/Hour

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EXHIBIT 3

Recurring Expenses

Site Lease

"Hopewell Gap"	Estimate	$ 5,000 Year
"Independent Hill"		FBIS
"Tysons Corner"		FBIS
"CIA/Langley"		FBIS
"Reston"		FBIS

AC Power

"Hopewell Gap"	Estimate	$ 1,200 Year
"Independent Hill"		FBIS
"Tysons Corner"		FBIS
"CIA/Langley"		FBIS
"Reston"		FBIS

Sub-Total		$ 5,000 Year
Profit Fee (8%)		400 Year
	Total	$ 5,400 Year

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EXHIBIT 4

NON-RECURRING EXPENSES

Microwave Equipment	$ 62,433
Antenna Equipment	$ 95,282.50
Antenna Tower (Independent Hill)	Existing Change Order or Contract
Antenna Tower (Tysons Corner)	Existing Change Order or Contract
Antenna Tower (CIA/Langly)	Existing Change Order or Contract
Antenna Tower (FBIS/Reston)	Existing Change Order or Contract
Equipment Shelter (Warren)	($ 18,750)
Equipment Shelter (Independent Hill)	Existing Change Order or Contract
Equipment Shelter (FBIS/Reston)	Existing Change Order or Contract
Equipment Shelter (Tysons Corner)	Existing Change Order or Contract
Equipment Shelter (CIA/Langly)	Existing Change Order or Contract
Microwave Recommended Spares	$ 5,900

INSTALLATION (Equipment, Towers and Shelters)

Independent Hill	Existing Contract
Warren	$ 42,595
FBIS Reston	Existing Contract
Tysons Corner	Existing Contract
CIA/Langly	Existing Contract

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EXHIBIT 5

Zoning *Estimate	$ 20,000
Frequency Coordination FAA and FCC	$ 14,000
Program Management*	$ 6,719
Sub-Total	$265,679.50
Profit Fee (8%)	$ 21,254.36
Total	$286,933.86

* 100 Hours at 67.19/Hour

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EXHIBIT 6

Recurring Expenses

Site Lease

"Warren"	FBIS
"Independent Hill"	FBIS
"Tysons Corner"	FBIS
"CIA/Langley"	FBIS
"Reston"	FBIS

AC Power

"Warren "	FBIS
"Independent Hill"	FBIS
"Tysons Corner"	FBIS
"CIA/Langley"	FBIS
"Reston"	FBIS

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EXHIBIT 7

Credit Bell Tower/Hopewell Gap

Change Order Amount	$ 148,008.00
Bell Charges	($ 39,109.77)
M/A-COM Restocking Charge	($ 30,284.50)
Comsearch	($ 11,600.00)
Spectrum Planning	($ 3,200.00)
OTI Program Management (75%)	($ 4,030.50)
Sub-Total	($ 88,224.77)
OTI Profit Fee (8%)	($ 7,057.98)
Total Charge	($ 95,282.75)

Non-Recurring Proposal [redacted] Gap $272,665.00 STAT

Credit From Bell Tower Change Order ($ 52,725.24)

Net Non-Recurring Price for Hopewell Gap $219,939.75

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EXHIBIT 8

Credit Belltower/Warren

Change Order Amount	$ 148,008.00
Bell Charges	($ 39,109.77)
M/A-COM Restocking Charge	($ 30,284.50)
Comsearch	($ 11,600.00)
Spectrum Planning	($ 3,200.00)
OTI Program Management (75%)	($ 4,030.50)
Sub-Total	($ 88,224.77)
OTI Profit Fee (8%)	($ 7,057.98)
Total Charge	($ 95,282.75)
Non-Recurring Charges Warren	$286,933.86
Credit From Bell Tower Change Order	($ 52,725.24)
Net Non-Recurring Price for Warren	$234,208.62

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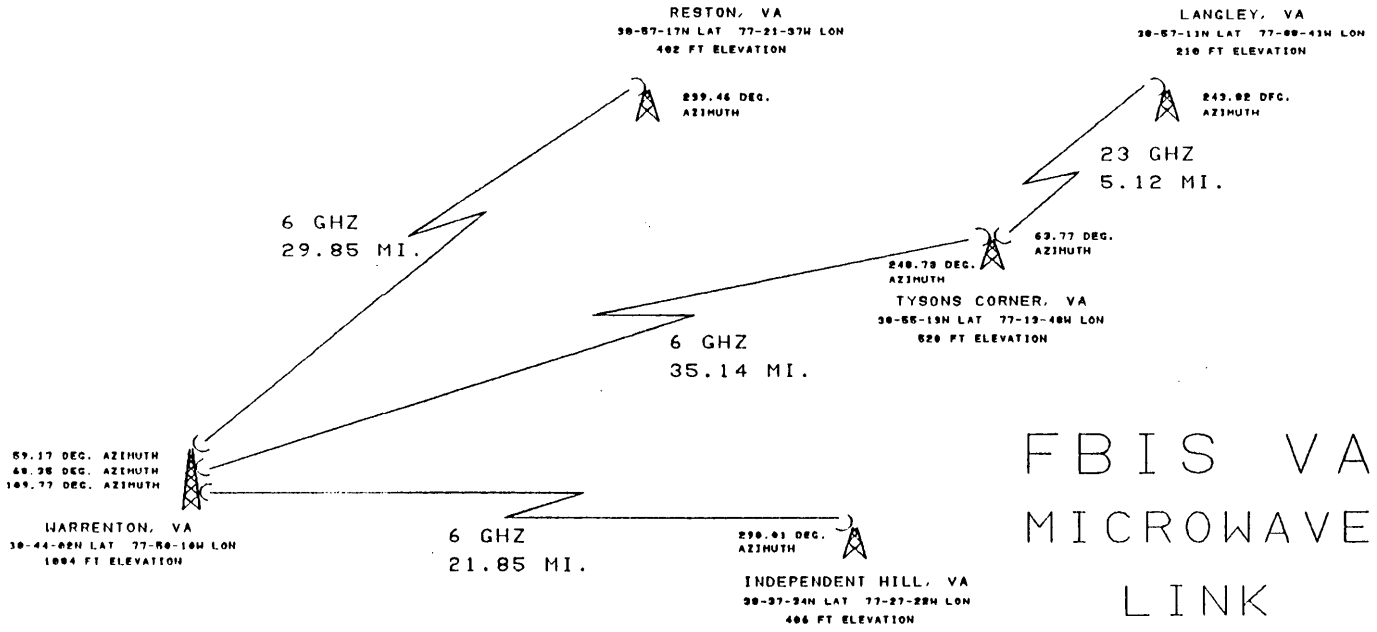
EXHIBIT 10



FBIS VA MICROWAVE LINK

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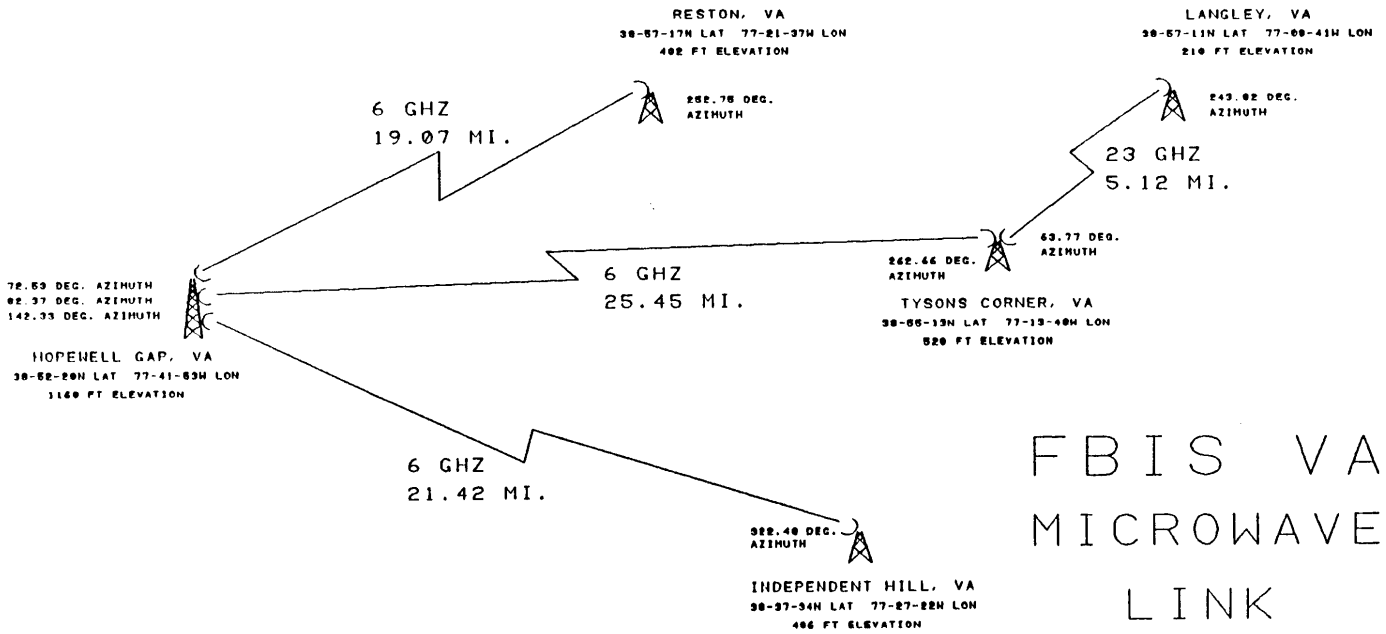
EXHIBIT 9



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